

## Message Text

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ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W  
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R 151443Z APR 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 8829

INFO AMEMBASSY GABORONE

AMEMBASSY KINSHASA

AMEMBASSY LUBUMBASHI

AMEMBASSY LUSAKA

AMCONSUL DOUALA

USDOC WASHDC

UNCLAS LAGOS 03462

FOR COMMERCE BIC/OIM/SAD

FROM MISSION DIRECTOR

E.O.11652: N/A

TAGS: BEXP, NI, XA

SUBJECT: RAILROAD EQUIPMENT TRADE MISSION--  
NIGERIA WRAP-UP

1. TRADE MISSION DEPARTED LAGOS APRIL 12 ON UY-709 TO DOUALA  
WITH CONFIRMED RESERVATIONS APRIL 13 ON RK-50/160 TO KINSHASA.

2. MISSION MEMBERS UNANIMOUS IN PRAISE FOR EXCELLENT EMBASSY  
SUPPORT IN PLANNING AND EXECUTION OF LAGOS PROGRAM.

3. FIRST WORKING DAY WAS DEVOTED TO GROUP SESSIONS WITH RAIL  
OFFICIALS. IN MORNING, TEAM MET WITH L.O. LAWAL, LNDER  
SECRETARY (LWNE TRANSPORT), FEDERAL MINISTRY OF TRANSPORT.  
LAWAL AND STAFF BRIEFED MISSION ON RAIL SECTOR DEVELOPMENT  
PLANS 1975-80, RELEASED PREVIOUS WEEK, AND MADE POINT OF  
ACKNOWLEDGING NEED FOR OUTSIDE EXPERTISE. AN HOUR OF FRANK  
DISCUSSIONS FROM BOTH SIDES FOLLOWED. COMING AS IT DID ON HEELS  
OF PUBLIC RELEASE 3RD NATIONAL DEVELOPMENT PLAN, MISSION TIMING  
COULD NOT HAVE BEEN BETTER.

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RM FOLLOWING MORNING SESSION, GROUP HOSTED LUNCHEON FOR RAILWAY CORPORATION STAFF AT NEARBY HOTEL. LUNCHEON WAS ATTENDED BY LITERALLY ALL KEY STAFF MEMBERS BELOW RANK OF GENERAL MANAGER, AND MISSION MEMBERS WERE PLEASED AT OPPORTUNITY FOR INFORMAL EXPOSURE TO THEIR POTENTIAL CLIENTS AT OUTSET OF VISIT. GROUP THEN REPAIRED EN MASSE TO RAILWAY CORPORATION HEADQUARTERS WHERE THEY MET ROUND A CONFERENCE TABLE WITH T.I.O. NZEGWU, ACTING GENERAL MANAGER AND SELECTED STAFF MEMBERS. NZEGWU LISTENED INTENTLY TO BRIEF PRESENTATIONS BY EACH MISSION MEMBER, COMMENTED ON HOW HIS PRODUCTS WOULD FIT INTO CORPORATION'S PLANS FOR DEVELOPMENT, AND IN SOME CASES SCHEDULED INDIVIDUAL APPOINTMENTS WITH HIMSELF OR KEY AIDES OVER AND ABOVE THOSE ALREADY ON AGENDA. GROUP THEN EMBARKED ON TOUR OF ELECTRICAL AND MECHANICAL WORKSHOPS LED BY T.I. AWOSIKA, CHIEF MECHANICAL AND ELECTRICAL ENGINEER.

TM MISSION RECEPTION ON EVENING OF FIRST DAY WELL ATTENDED BY ABOUT 85 GUESTS, INCLUDING A GOOD TURNOUT FROM OFFICIALDOM.

6. THURSDAY AND FRIDAY WERE DEVOTED TO INDIVIDUAL APPOINTMENTS WITH RAILWAY CORPORATION, OTHER GOVERNMENT OFFICIALS, AND PRIVATE SECTOR. THE THREE MEMBERS SEEKING AGENTS WERE INSTALLED IN BUSINESS INFORMATION CENTER AT IKOYI HOTEL ON THURSDAY WHERE THEY RECEIVED AVERAGE OF 6-7 VISITORS A PIECE. OTHERS WENT SEPARATE WAYS ON OUTSIDE CALLS. MISSION MEMBERS WERE IN ALL CASES WELL PLEASED WITH APPOINTMENTS, AND ONE REMARKED HE WAS ABLE TO REACH PEOPLE WHOM HE HAD FAILED TO SEE THROUGH EFFORTS OF OWN AGENT ON PREVIOUS VISITS TO NIGERIA.

7. AT SATURDAY LUNCHEON/DEBRIEFING HOSTED BY ECON COUNSELLOR MCGRATH, EACH MISSION MEMBER GAVE BRIEF RUNDOWN ON ACCOMPLISHMENTS DURING MISSION. ALL WERE SATISFIED THAT NIGERIA REPRESENTED IMPORTANT MARKET FOR THEIR PRODUCTS. THE TWO FIRMS SPECIALIZING IN COMMUNICATIONS AND SIGNAL EQUIPMENT SAW MOST SALES OPPORTUNITIES AT LEAST TWO YEARS OFF; BUT MOTIVE AND ROLLING STOCK MANUFACTURERS LOOK FOR MORE IMMEDIATE SALES, AND GENERAL MOTORS IN PARTICULAR APPEARS WELL-PLACED FOR CONTRACT FOR 55 MAINLINE DIESEL LOCOMOTIVES COMING UP WITHIN NEXT FEW MONTHS. ONE COMPANY WAS INVITED TO SUBMIT INDIVIDUAL BID IMMEDIATELY FOR ABOUT DOLLARS 340,000 WORTH OF EQUIPMENT, WHICH HAPPENS TO BE AVAILABLE IN ITS INVENTORY; THOUGH COMPANY HAS

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AGENT IN NIGERIA, THIS APPARENTLY FIRM SALE WOULD NOT HAVE BEEN MADE WITHOUT IMPETUS PROVIDED BY TRADE MISSION. THOSE COMPANIES SEEKING AGENTS COMMENTED ON HIGH QUALITY OF LOCAL FIRMS INTERVIEWED AND EXPECT TO PURSUE AGENCY NEGOTIATIONS.

8. ONE OBSERVATION MADE BY NUMBER OF MISSION MEMBERS WAS THAT RAILWAY CORPORATION APPEARS OPEN TO ORIGINAL PROPOSALS AND NOT PARTICULARLY TIED TO PRE-CONCEIVED NOTION HOW TO PROCEED IN

DEVELOPMENT PLASN. IN A SENSE NIGERIANS STILL GROUPING FOR  
SOLUTIONS, DESPITE MONEY-CONFIDENCE, AND WELCOME GUIDANCE FROM  
FOREIGN EXPERTS WHEN TACTFULLY OFFERED.

9. MISSION EXPENSES WELL WITHIN BUDGET.  
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